

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 INRE-00
SS-15 SSO-00 NSCE-00 /051 W
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FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC IMMEDIATE 2433
INFO AMEMBASSY LONDON
AMEMBASSY PARIS

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E.O. 11652: N/A
TAGS: EAIR, NL
SUBJECT: DUTCH DENY PAN AM BUDGET FARE APPLICATION - REPORT
ON PAN AM MEETING WITH DUTCH GOVERNMENT

REF: A) STATE 93040, B) THE HAGUE 2062

1. PAN AMERICAN NETHERLANDS MANAGING DIRECTOR LEGRO AND MARKETING MANAGER BERKHOUT MET WITH CIVIL AVIATION SERVICE OFFICIALS SCHREURS, TROOST AND VAN ALPHEN APRIL 13. ACCORDING TO LEGRO, SCHREURS CONFIRMED THAT THE GOVERNMENT DOES NOT OBJECT IN PRINCIPLE TO BUDGET FARES BUT INDICATED THAT THE GOVERNMENT WANTS PAN AMERICAN TO APPLY THE CURRENT IATA CONVERSION RATE INSTEAD OF THE BUYING BANKERS' RATE IN ORDER TO PROTECT THE MINIMUM CHARTER FARES FOR TRAFFIC ORIGINATING IN THE NETHERLANDS. (AT THE BUYING BANKERS' RATE, PAN AMERICAN'S BUDGET FARES WOULD BE LOWER.) SCHREURS ALSO INDICATED THAT IF PAN AMERICAN PROPOSED AN ACCEPTABLE CONVERSION RATE THE GOVERNMENT WOULD WISH TO SEE IT UTILIZED FOR ONE YEAR AND REVIEWED DURING CONSULTATIONS TO BE HELD IN APRIL 1979.

2. LEGRO SAID SCHREURS WAS ANXIOUS TO HAVE THE ISSUE SETTLED
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THIS WEEKEND, WHICH WOULD ALLOW THE FARES TO TAKE EFFECT APRIL 16 AS ANNOUNCED BY PAN AMERICAN. SCHREURS WILL AWAIT A RESPONSE FROM LEGRO TO SUGGESTION THAT PAN AMERICAN RECONSIDER THE CONVERSION RATE.

3. LEGRO WILL INFORM HIS HEADQUARTERS IN NEW YORK OF THE CONVERSATION WITH SCHREURS AT 1600 HOURS THE HAGUE TIME APRIL 13.

ALTHOUGH HIS SUPERIORS TOLD HIM EARLIER HE HAD AUTHORITY TO
RAISE THE BUDGET FARES BY USING A HIGHER CONVERSION RATE
(WHICH WOULD STILL MAKE THE PRICE 40 TO 50 DOLLARS LOWER THAN
THE APEX FARES), LEGRO SAID HE WOULD RECOMMEND THAT PAN AMERICAN
NOT YIELD ONE INCH.
BROWN

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Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
Disposition Case Number: n/a
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